



Peer Groups Overview

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What is an FMI Peer Group?

Simply, it is an assembly of noncompeting, like firms in an organized fashion. General, mechanical, electrical, specialty, heavy/highway and civil contractors, site work, underground, utility and integrated highway contractors meet with other contracting companies of their relative size, type of work, number of employees, markets served, etc. Optimally, the members' businesses have much in common, yet enough diversity to provide alternative ideas and solutions. The forum is national in scope, and the agenda is specific to your concerns as a company president or owner.

FMI Peer Group Value Proposition

The FMI Peer Group experience is a unique forum for construction industry leaders to collaborate on proven success strategies and enhancing profit.

How Many Groups Does FMI Currently Have? 40 Groups

Profile of a Peer

- Participatory management style
- Progressive thinker; innovative and open to new ideas
- Willing to challenge, and be challenged
- Feels he/she is a work in progress
- Open communicator
- Willing to share all information
- Demonstrated history of financial success
- Understands how the business works
- Chemistry works with other peers

The true qualifying questions you may want to answer:

- Are we ready for this?
- Do we have the right people and base of business to dedicate time and energy to a Peer Group?
- Do we have a culture that welcomes new ideas and honest critiques?
- Do we have a sharing and participatory management style?
- Are we industry leaders who are continually trying to improve and evolve?
- Do we want to learn from and share with others like us?
- Is associating with other senior executives part of my role as a leader?

Benefits of Joining a Peer Group

- Improving your business
- Networking
- Expanding your vision
- Giving and receiving feedback
- Providing new business opportunities



Peer Groups: Qualifying Questions

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True qualifying questions you will want to answer

1. Are you ready for this?
 - Do you have the right people and base of business to dedicate time and energy to a Peer Group?
 - Have you matured enough?
2. Do you have a culture that welcomes new ideas and honest critiques?
 - Do you have a sharing and participatory management style?
3. Are you an industry leader who is continually trying to improve and evolve?
4. Do you want to learn from and share with others like you?
5. Is associating with other senior executives part of your role as a leader?

If your answers are yes, go for it. Remember: Construction is a people business. To truly succeed, you must find the best people with whom to work. Just like building a project, the best results come from planning, experience, working with professionals and doing it right the first time.

Identifying
NEW BUSINESS
OPPORTUNITIES

EXPANDING ON
YOUR **VISION**

A history
OF FINANCIAL
SUCCESS